

The CellularVision Advantage

Rate Comparison

Video

CellularVision

Voice

Video Voice

Data

Data

3 Services

3 Services

3 Systems

1 System

Higher Service Rates

Lower Service Rates

CV

CELLULARVISION offers the ability to provide all these services simultaneously. By using one network (with costs competitive with any one service) to provide all services, the resultant cost to consumers is far less than the cost of obtaining these services separately.

Omni-Directional Cellular Transmission At 27.5-28.5 GHz

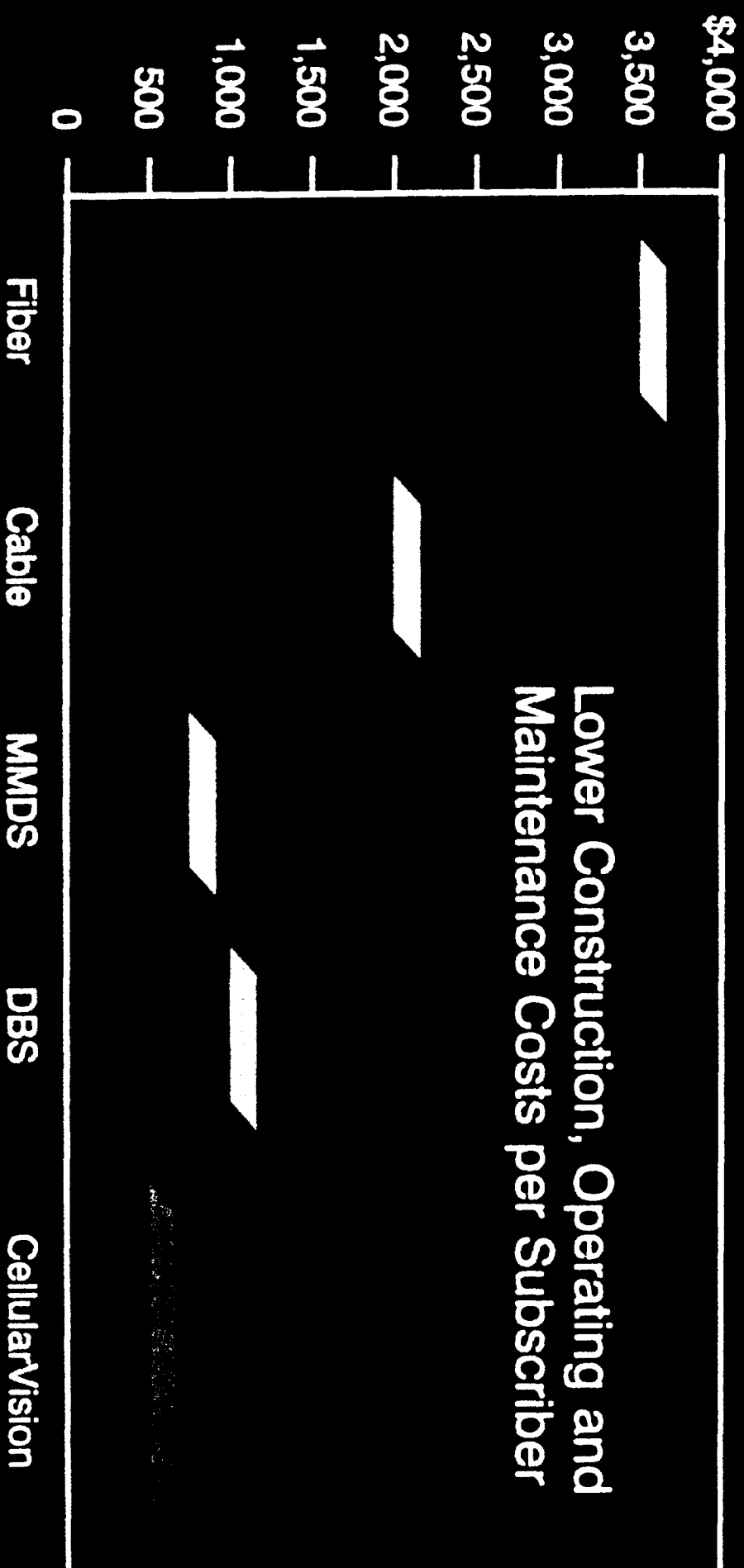
9 Miles



CELLULAR VISION operates in cells with the signal emanating in a 4.5 mile average radius from the transmitter (central node). Every receiver within the cell can also be a transmitter which can transmit back to the central node. This enables all interactive services. Each receiver is fully addressable. Therefore, each transceiver could also become the perfect low cost backbone for PCN systems.

The CellularVision Advantage

Cost per Subscriber



When compared to other television delivery technologies, **CELLULARVISION** is far less expensive in its costs per subscriber. When you factor in the additional types of services provided, the cost is a small fraction of the cost of the only other system that could even approach these capabilities.

REASONS TO EXPEDITE RULEMAKING

- o Spectrum is currently fallow
- o Introduce competition in monopoly markets
- o MLDS offers a regulatory panacea -- utilizing the most advanced American technology -- to provide all services promised by fiber at prices substantially below current providers' prices
 - o MLDS will compete very effectively with cable by providing a low-cost alternative to traditional cable (approximately 40% less)
 - o Since MLDS can offer everything that fiber can, MLDS can provide competition to telco-provided video, voice, data and information services
 - ▶ Video Dial Tone service could be much more than has been proposed and can be implemented earlier
- o MLDS can provide additional or alternative spectrum for HDTV
- o MLDS can provide low-cost facilities for PCS without requiring any incumbents to vacate spectrum, and, thus, help to make PCS a reality sooner and at less cost
- o Interconnect nodes
- o Existing 18, 21, and 30 GHz point-to-point frequency bands can provide more than ample spectrum for point-to-point service thereby negating the need for the 28 GHz spectrum
- o Substantial number of waiver applications is evidence of demand for MLDS
- o New services and service offerings will help to stimulate the economy
- o No reason to delay
- o Pleading cycle completed
 - o Virtually everyone supported
 - o Cable and telcos did not oppose
 - o Comments/oppositions filed are without merit
 - ▶ Harris/Faranon not really opposed, as suggests point-to-point operations can be provided on a shared basis
 - ▶ Video/Phone, after witnessing a Suite 12 demonstration, proposes a service using Suite 12 technology -- nothing new here
 - ▶ Wireless communications association filed self-serving opposition to protect MMDS community from MLDS competition -- no reason to delay

**MLDS^{1/} TECHNOLOGY CAN PROVIDE THE FOLLOWING SERVICES
SIMULTANEOUSLY IN EACH CELL**

- o Television program service at about sixty percent the rate of traditional cable service
- o MLDS can solve the major problem of PCN Systems by providing all the necessary transmission facilities
- o Local transactional services, such as travel, banking and local shopping
- o Educational services for the local schools and colleges
- o Medical services by allowing high resolution transmission of radiology and other material
- o Introduction of demographic programs on a cell-by-cell basis
- o Interactive games and contests
- o Early introduction of HDTV
- o Computer interface at high bit rates and low bit errors (one part in ten billion) without operation schemes
- o Compact Disc Quality radio and television programs
- o Video conferencing on home television using video camera as transmitting source
- o Any service requiring large bandwidth and high availability rates
- o 17 to 136 (GMSK) thousand simultaneous stereo quality telephone calls
- o Up to one gigabit of data, and 664 (64 QAM) to 2500 (GMSK) video conferences in a single cell

The Suite 12 Group

^{1/} "MLDS" or Multichannel Local Distribution Service" is the name suggested by Suite 12 for a new 27.5-29.5 GHz service.

HYE CREST AUTHORIZATION

- Past -

- o In January, 1990, FCC granted Hye Crest's waiver request to provide 24 one-way video channels on a non-common carrier basis, in the 28 GHz band at Brighton Beach, New York. (Hye Crest is owned and operated by Suite 12 Group and makes use of Suite 12's patented technology.)**
- o The Hye Crest System is a prototype MLDS System and is only one aspect of the MLDS System which is subject of Suite 12's Rulemaking Petition**
- o FCC originally indicated that Hye Crest had to construct its system by January of 1992**
- o Major technical advances enabled Suite 12 to accommodate twice the number of video channels originally authorized with better quality and reliability.**
- o To implement the expanded service, an extension of the construction period was requested and granted through July 3, 1992.**
- o New transmitting equipment has been type accepted by the FCC.**
- o Unopposed application for modification to utilize the new equipment is expected to be granted by the end of March.**

HYE CREST AUTHORIZATION

- Present -

- o Initial transmitter site has been constructed
- o All equipment, except subscriber units, is in place
- o Large volume order for subscriber receivers has been placed -- initial delivery expected in mid-June
- o Technical arrangements for video feeds have been established
- o Marketing plans have been developed
- o Administrative, ordering and billing arrangements have been finalized
- o Equipment installation agreements, with one of the largest MMDS and cable equipment installers in U.S., have been finalized
- o Programming has been acquired that is virtually identical with that offered on cable

HYE CREST AUTHORIZATION

- Future -

- o Costs to consumers will be approximately 60% of what is charged by cable
- o Commercial service is expected to commence in late June, 1992

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